



# ***NEWS RELEASE***

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## **SBA ANNOUNCES MINORITY SMALL BUSINESS PERSON OF THE YEAR**

**Santa Ana, Calif.** –Rubina Chaudhary, president of MARRS Services, Inc. of Fullerton has been named Minority Small Business Person of the Year for the Santa Ana District Office of the U.S. Small Business Administration (SBA). Sandy Sutton, SBA District Director announced her selection saying, "Rubina Chaudhary exemplifies American entrepreneurship. Through her hard work, she has continually expanded her consulting company. She has successfully used SBA's 8(a) Business Development program to become a leader in her field and now mentors a smaller engineering company. Her business success highlights the contributions that minority owned businesses make to our economy." The Santa Ana District of SBA covers the territory of Orange, San Bernardino and Riverside counties.

MARRS Services, Inc. was established in 1989, and entered the 8(a) Business Development program in 1997. The 8(a) Business Development program was established in 1968 to provide opportunities to minority-owned small businesses. One of the advantages of certification in this program is the availability of Federal contracts with limited competition, or in some cases, contracts which are issued directly to the company. There are about 6,000 companies in this program nationwide. Certification is available to companies who establish that their owners are socially and economically disadvantaged.

MARRS successfully overcame several obstacles and has grown to over \$5M in annual revenues. As an Asian-Indian, woman-owned, minority business enterprise, MARRS faced many challenges during its early years. Nonetheless, by taking on smaller assignments and hiring strong technical personnel, MARRS carefully built a solid reputation and track record of performance. This led to larger, more complex assignments with concurrent revenue streams. Today, the company specializes in civil engineering, program management, construction management, environmental management, project controls and design-build support.

The company has done work for the Navy and other Department of Defense agencies in Southern California. Its many non-Federal clients include the Metropolitan Water District of Southern California; Department of Airports of the City of Los Angeles; Stormwater Management Division, City of Los

Angeles; Department of Water and Power of the City of Los Angeles; East Bay Municipal Utility District of Oakland, and many others.

Mrs. Chaudhary has a Master's Degree from the University of Calgary, and an undergraduate degree in science from the University of British Columbia. She is a member of the American Water Works Association; The Society of American Military Engineers; the Water Environment Federation; California Environmental Business Council; and Society of Marketing Professional Services, among others.

Mrs. Chaudhary devoted herself to her family of three children until they were old enough for her to take on the responsibilities of business. When she began the business in 1989 she was doing consulting for a variety of public service clients, and that effort branched into the development of MARRS Services, Inc. Mrs. Chaudhary works with her husband, Riaz Chaudhary.

MARRS has prospered under the direction of Mrs. Chaudhary. It has outgrown the elementary size standard for engineering services, but remains small for environmental remediation and for general construction. MARRS has recently become the mentor for Entech Consulting Group of Temecula. The two 8(a) firms have an SBA approved mentor-protégé relationship in which some of the skills developed by MARRS will be passed on to the younger firm.

Mrs. Chaudhary will receive her award at a breakfast on October 21<sup>st</sup> in Ontario hosted by the Inland Empire Small Business Development Center and the Santa Ana SBA office. National Minority Enterprise Development (MED) week was held September 7-10, 2004 with commemorative events in Washington, D.C.

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